

Request for Proposal

for the

Montgomery County Public Service
Training Academy

52 acres at Great Seneca Highway
and Key West Avenue/MD 28

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Request for Proposal

Process Overview

Phase 1

1. Issue RFP with Phase framework
2. Pre-submittal meeting & optional site tour
3. Deadline for questions
4. Submission deadline
5. Qualification & Selection Committee (QSC) review
6. Short-listing of Teams

Phase II

7. Oral interviews
8. Selected Offeror(s) conditionally identified by parcel
9. Letter(s) of Intent (LOI) between Selected Developer(s) and County
10. Negotiation of Agreement(s)
11. Development entitlement process

I. Introduction

Montgomery County seeks an experienced, comprehensive team for redevelopment of the 52-acre Public Safety Training Academy (PSTA), located at 9710 Great Seneca Highway in Rockville, Maryland. This effort is an integral component of the County's Smart Growth Initiative and advances the vision of the Great Seneca Science Corridor Master Plan.

The PSTA site constitutes some 70% of the 75-acre Life Sciences Center (LSC) West District, as defined in the 2010 Great Seneca Science Corridor Master Plan. The Master Plan envisions the LSC-West District as a residential community with supporting retail, open spaces, community facilities and public use space. The Plan calls for pedestrian connectivity to transit stations and open space throughout the five Life Science Center districts. While Phase I Great Seneca Science Corridor transportation staging capacity restricts non-residential development until specific triggers are met, the County seeks, in the long term, a phased development with high density mixed uses and active street-level retail.

The Master Plan also envisions residential community development in the LSC West as encompassing the Shady Grove Innovation Center site, which lies immediately south of the PSTA. With its high quality wet-labs, offices and conference rooms the Innovation Center accommodates up to 60 biotech and advanced technology start-up businesses. Thus, its function matches well with the on-going mission of the Life Sciences Center.

Responses to this two-phase Request for Proposal for the PSTA site should, in Phase I demonstrate a concept that is consistent with, and complementary to, the County's vision and goals for development of the PSTA, as described here, and in Section II, Project Goals. Concepts should reflect a walkable, high-density housing community, including such Smart Growth attributes as a central civic green, and higher density development adjacent to the future Corridor Cities Transit station. This redevelopment will address many of the residential needs in support of the Shady Grove Life Sciences Center as a world class health sciences research center.

In addition to the PSTA, interested parties are encouraged to consider any additional privately owned properties the Offeror is capable of aggregating. The Offeror's ability to aggregate any of the adjacent private properties referenced in Appendix B should be indicated as well.

Should aggregation be proposed, it is not necessary that the Offeror have the properties under contract at submission of the RFP. Experience in property assemblage and financial commitment are evidence of ability to aggregate.

The RFP will focus on the experience, financial capability and creative vision of the Offeror

Submissions that are “short-listed” for Oral Interviews in Phase II of this Request for Qualifications will focus on:

- conceptual creativity that yields highest and best use and advances the goals and objectives of the Great Seneca Sciences Corridor Master Plan and the Montgomery County Smart Growth Initiative;
- financial capabilities; and ,
- experience and ability in phasing long term projects

An overview of the process is described in Section V, Development Process Overview.

Submissions in response to Request for Proposals (“RFP”) are due by Friday, January 20, 2012 by 4:00 p.m., EST.

The County, at its sole discretion, reserves the right to (a) cancel this RFP at any time, or (b) select none of the submissions submitted.

Upon review of responses received by the specified date and time, the County will “short-list” the highest rated submissions for continued consideration. Offerors who are short-listed will be asked to provide a Statement of Qualifications addressing Phase II requirements, as described in Section VI of this RFP - Submission Requirements.

II Project Goals

The project goals listed below reflect the Great Seneca Science Corridor Master Plan and the County’s Smart Growth Initiative.

- Assist in transforming the LSC-West into a dynamic live/work community that contributes to the economic and scientific sustainability of the Shady Grove LSC.
- Replace the PSTA site with a new residential-based community that is consistent with the Master Plan and includes supporting retail, open spaces, and community facilities.
- Create opportunities that will advance the County’s Smart Growth Initiative.
- Concentrate density, building height and civic green spaces at the Corridor Cities Transitway (CCT) stations proposed for the LSC districts in the Great Seneca Science Corridor Master Plan.
- Create a grid pattern of new streets that improve local circulation and connectivity among the LSC districts, promote alternatives to car use, and enhance access to the future transit stations.
- Utilize the LSC Loop as the organizing element of the open space plan to connect districts and destinations, incorporating natural features, and providing opportunities for recreation and non-motorized transportation.

- Promote complimentary development with other LSC Districts.
- Provide a housing mix that supports the County's housing initiatives.
- Compliment existing incubator facilities and functioning to scientific supporting services for small businesses.
- Provide suitable pedestrian-focused connectivity and emphasize street level activity.

III. Orientation

The PSTA is bounded by Key West Highway to the north. Great Seneca Highway forms its eastern boundary. The PSTA fronts Broschart Road, which is the site's southern boundary. On the other side of Broschart Road lies the County's 6.3-acre Shady Grove Innovation Center, improved with a 60,000 square foot building equipped with offices and wet labs. To the west, adjacent to the PSTA, are a small retail center, medical office buildings, and several single-family homes that have been assembled and are proposed for townhouse development. These parcels, which front the north side of Darnestown Road, are **not included** in this solicitation. However, their existence and relationship to and redevelopment of the PTSA should be addressed. A listing of the parcels can be found in Appendix B, Additional Background Materials on page 22 of this Request For Proposal.

Public Service Training Academy



An aerial view of the PTSA looking south. The road on the left side of the image is Great Seneca Highway.

IV. Context

The origins of the Life Sciences Center (LSC) are found in the 1971 Gaithersburg Vicinity Master Plan, which proposed a medical center complex near Shady Grove Road, west of I-270. The medical center complex was intended to provide a variety of public and private institutional uses, including a teaching hospital, medical research facility, and a full complement of health services for the rapidly growing western suburbs. In 1979, Shady Grove Adventist Hospital opened among rolling pastures and farm fields. In 1976, land northwest of the hospital was conveyed to the State for the Regional Institute for Children and Adolescents (RICA) and the Noyes Institute

In the early 1980s, Montgomery County government made a strategic decision to use public resources to enhance its competitive position to attract the biotechnology industry. With land and location as its principal benefits, and the presence of a strong federally supported scientific community, biotechnology was a natural focus for the County's economic development program.

Established by Montgomery County in 1983, the 288-acre Shady Grove Life Sciences Center (SGLSC) was the first business park in the United States to be zoned exclusively for the biotechnology and life sciences industries. The LSC included three components - medical services in the center, educational institutions to the north and south, and surrounding land available to attract research and development companies. Medical services were clustered around Shady Grove Adventist Hospital. To bring academic institutions to the area, the County donated 35 acres north of the hospital to Johns Hopkins University (JHU-MCC) and 50 acres south of Darnestown Road to the University of Maryland (for the Universities at Shady Grove, USG). Today, it is the nucleus of one of the most prominent biotech clusters in the U.S., with over 200 private companies employing over 21,000 professionals in the public and private sectors.

In July 2010, the Montgomery County Council passed the Great Seneca Science Corridor (GSSC) Master Plan. The five Life Science Center Districts in the Great Seneca Science Corridor Master Plan currently have 6.9 million square feet, supporting healthcare facilities, research and educational centers, R & D facilities, laboratories and a business incubator. In addition, there are approximately 3,000 existing dwelling units within the LSC Districts. The Great Seneca Science Corridor Master Plan builds on the work of the prior three decades and allows for a maximum of 17.5 million, sq. ft of commercial development with a life sciences focus. The plan also provides for 9,000 dwelling units in the LSC districts that are to be oriented to the Corridor Cities Transitway. It is estimated that the 17.5 million sq. ft. development will result in approximately 52,500 new jobs.

Through Master Plan-supported zoning changes, and with the critical involvement of Johns Hopkins University, the Universities of Shady Grove (part of the University System of Maryland) and other stakeholders, the Great Seneca Sciences Corridor is planned, over the next three decades, to become a world-class, mixed-use hub for scientific and medical research, teaching, commercialization, and medical services.

This plan envisions transforming the existing Shady Grove Life Sciences Center - the core of the GSSC Master Plan - from a suburban office park into a vibrant, live-work community that integrates life science companies, academic institutions, housing, retail and services around the planned Corridor Cities Transitway.

Public Service Training Academy (PSTA)

The 52-acre Public Safety Training Academy, located at 9710 Great Seneca Highway in Rockville, was constructed in the early 1970's to serve the training needs of Montgomery County's public safety agencies, including the Fire and Rescue Service, Police Department, and the Department of Correction and Rehabilitation. The facility is one of the most active public safety training facilities in the region, reflecting the growth of public safety infrastructure as the County itself, has grown. This has had an impact on the PTSA, which now has severe space limitations and is in need of significant capital improvements.

The challenges facing the County at the PTSA also apply to a number of other County facilities. In 2008, County Executive Isiah Leggett introduced the Smart Growth Initiative, a strategy for the relocation and improvement of certain County facilities, which would enable higher and better uses of their existing sites, consistent with long-term master plans' (Great Seneca Science Corridor and Shady Grove) visions for the County's economic growth and sustainability. The Smart Growth Initiative proposes relocation of the PTSA to the Webb Tract, a County-owned, 130-acre site in Montgomery Village, proximate to the Montgomery County Airpark.

Applicable Zoning

The Great Seneca Sciences Corridor Master Plan was approved by the Montgomery County Council on May 4, 2010 and adopted by the Maryland-National Capital Park and Planning Commission on June 23, 2010. The Plan calls for a shift from zoning focused on single uses – office, flex industrial, laboratory and educational uses – to a mixed-use concept that also allows significant retail and residential development. The goal is to achieve a better jobs/housing balance while creating attractive mixed-use environments that allow people to live, work, shop and recreate in a walkable community that reduces dependence on single-passenger automobile travel.

A significant change from prior plans was rezoning all General Commercial (C-2), Highway commercial (C-3), Residential One Family/TDR (R-90/TDR), and Technology Business Park (I-3) zoning within the Plan to Commercial Residential (C R) Zones in the LSC. A portion of Office, Moderate Intensity (O-M) zoned land -32 acres - was rezoned to Commercial Residential as well. In all, a total of 162 acres in the LSC were rezoned to Commercial Residential, including the PSTA Site. The C R Zone allows a wide range of uses and requires the designation of four elements:

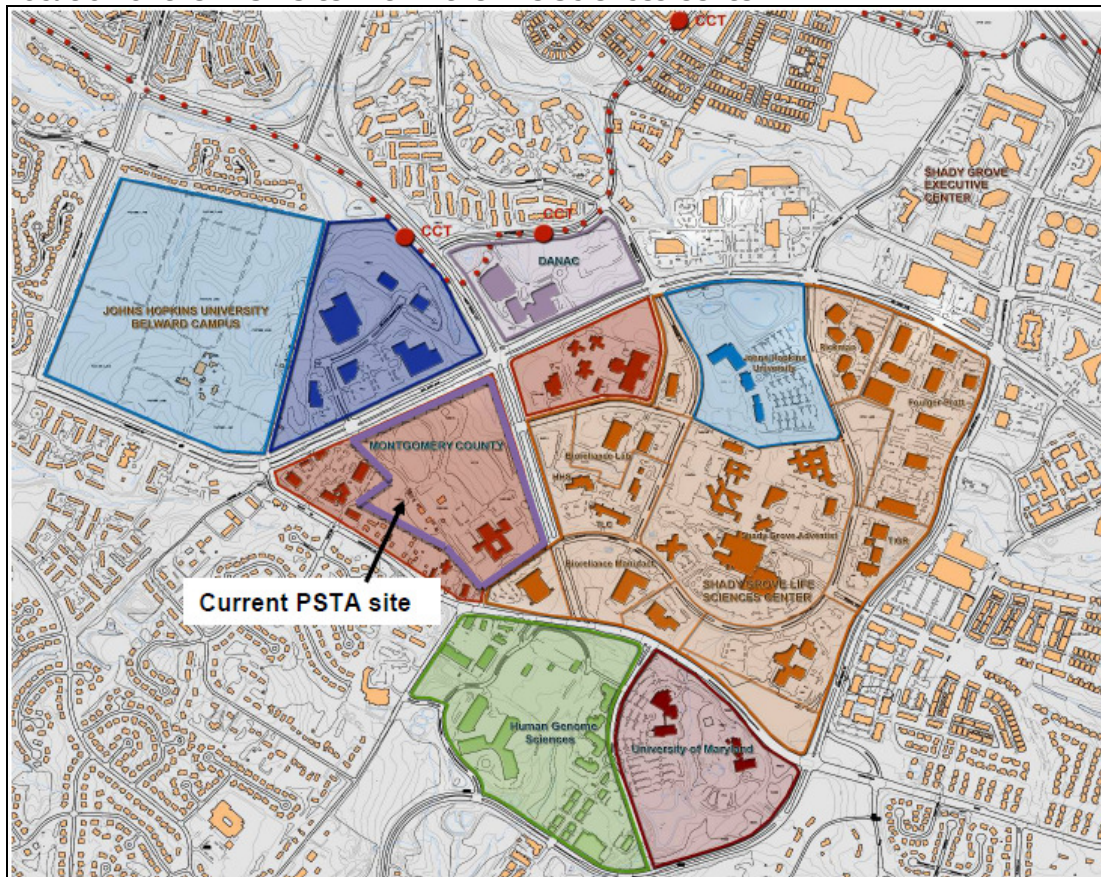
- Total allowed floor area ratio (FAR)
- Maximum commercial/non-residential (C) floor area ratio,

- Maximum residential (R) floor area ratio,
- Maximum building height (H).

The PSTA is zoned C R 1, C-0.5, R-1.0 H-150'

Both Standard and Optional Method Development are permitted in the C R zone. Standard method allows up to 0.5 FAR and requires compliance with a specific set of development standards. Optional method allows for greater density and height, when supported by additional public benefits, facilities, and amenities. Additional density may be achieved through a series of incentive increases that can be combined to achieve the maximum allowable density.

Location of the PTSA Site within the Life Sciences Center



V. Process Overview

The process of responding to this RFP and becoming a Selected Offeror is given in Sections VI-XI of this document. A brief summary of the development process under this RFP, beginning with the determination of a Selected Offeror to obtaining entitlements, is given below:

1. Letter of Intent (LOI) designating the Selected Offeror
2. Property Sale agreement(s) between the Selected Offeror and the County
3. Obtain Entitlements

A more detailed explanation of the process follows. Once the County has tentatively selected an Offeror, that Offeror will negotiate a Letter of Intent (“LOI”) with the County for the properties proposed for sale. The LOI will outline the responsibilities of each party, moving forward. The LOI is the document that recognizes the selection of a developer as a Selected Offeror (“Selected Offeror” See Appendix A).

The LOI is non-binding and does not confer property rights or any other rights. The subsequent process to confer property rights is outlined below. Once the Concept Plan is agreed upon, the parties will negotiate a Contract for Sale. Elements of the LOI include:

1. The properties to be purchased or proposed for exchange
2. Phasing of Development
3. The timing and methodology of compensation to the County.
4. Perpetual easements or property rights of County members to be reserved for the operation and maintenance of any permanent facilities (for example, the Shady Grove Innovation Center), as well as easements or other rights to be reserved for the operation and maintenance of any interim facilities.
5. Future responsibilities of the County.

The County will obtain a third party appraisal or appraisals to value its properties, based upon highest and best use. The County is required to obtain fair market value in disposing of its properties. The appraisal(s) shall be used by the County in negotiating compensation for its property or properties. There may be offsets to these values.

The sales agreements would also detail reservations or easements to be created, and if applicable, provide for interim relocation of County facilities. The County would have to formally approve any related sales or lease agreements.

VI. Submission Requirements

All Offerors responding to this RFP should provide a Statement of Qualifications addressing Phase I requirements listed in this Section. Subject to the evaluation criteria and process described in Section VIII, the County will “short-list” the highest rated Offerors for continued consideration. These Offerors will participate in oral interviews. In preparation for oral interviews, Offerors may be asked to then provide a Statement of Qualifications addressing Phase II requirements, also described in this Section. Phase II will include an interview with the selected Offerors that are short-listed.

Submissions should include the following elements:

A. Cover: The cover should contain the RFP title, the Offeror's name and the submission date.

B. Transmittal Letter: The transmittal letter should not exceed two pages and should contain:

1. The name, title and contact information of the individual or individuals with authority to bind the Offeror. This person should also sign the transmittal letter.
2. The address and legal form of the Offeror. Provide complete information that explains the relationship of the members of the Project Team ("Project Team" is defined later in this section, under Phase I Submission Requirements.) and their respective roles and contributions. An organization chart would be an appropriate attachment to the cover letter.
3. A statement by the Offeror acknowledging receipt of the Request for Proposal in its entirety, inclusive of each and all appendices and addendums that the County may issue as part of this RFP.
4. A statement that if selected, the Offeror will negotiate in good faith with the County, as appropriate to the sites involved.

C. Statement of Qualifications: Section II of this RFP contains a list of project goals. The County seeks an Offeror with solid experience and capability, proven through a record of delivering projects that reflect many, if not all of these goals. Offeror's should include a summary that demonstrates the Offeror's understanding of the requirements of this RFP as well as a description of how the Offeror proposes to integrate the physical, managerial and financial components required to ensure the success of its Development Plan.

ADDITIONAL PHASE I SUBMISSION REQUIREMENTS

A. Background Information, Project Information and Past Performance: It is essential that the County fully understand the experience and capabilities of the Offeror's Project Team. The Project Team is defined as the lead developer plus any other developers (the "Project Team Developers") and key team members such as architects, engineers, economists, contractors, bankers, etc. who are critical for a complete reliable response to this RFP (collectively, the "Project Team"). Provide complete information that explains the relationship among all team members and their respective roles and contributions.

1. Provide a description of the Project Team's organizational structure, identification of principals, and length of time in business. An organization chart would be an appropriate attachment.

2. Provide a summary of the Project Team's experience in managing large, complex projects that required interaction with a broad range of interested parties from both the public and private sectors. Identify the type(s) of financial support employed for these projects, as well as the Project Team's experience with any additional financial mechanisms. Describe the Project Team's experience and expertise in residential, retail and mixed-use projects, and their particular area of specialization. For responses including retail and/or mixed-use, include contact information for at least two major tenant references that are large "anchor-tenants" in projects developed and managed by the Offerors. For completed public/private projects, comparable to the Project(s) envisioned in this RFP, provide specific contact information for public agency references.
3. Identify the existing commitments of Project Team members to other projects, identified by the number and type of projects (including proposed development projects), expected duration, and dollar value of each project.
4. Highlight projects where members of the Project Team have previously collaborated. Projects included for reference should be described only once, and the description should include: project size - by total land and building area; project scope; location; development value; project length from inception to completion; roles of Project Team member(s) during project execution, and client references, including authorization to contact those references provided. For each reference, indicate the contact person's role in the completed project and the time period of his or her involvement. In addition, photos, site plans, and renderings would be helpful.
5. Provide the following information for each key member of the Project Team:
 - a. Description of experience within the most recent ten-year period related to TOD projects in urban settings.
 - b. Demonstrated experience in completing projects - on budget and on schedule - of the scale and complexity envisioned in this RFP.
 - c. Extent of the experience of specific individuals on the Developer's proposed Project Team in public/private development projects, especially TOD.
 - d. Demonstrated ability in structuring public-private development projects in a manner that secures private capital to pay for public improvements.
 - e. Description of previous development projects or planning efforts related to the Life Sciences Center Districts.
6. Resumes of all key Project Team members to be involved in the Project are required and should include: relevant experience, details regarding the specific role proposed for the Project, education, and professional

licensing. Discuss how the key members of the Project Team would manage this project in addition to their existing projects.

7. Offerors should identify, with specificity, any other relevant organization, consultant or other available resources that will be committed to the Project. While completed projects are preferred, relevant “in process” projects which are in the construction phase or later, may be included.

B. Experience and Capacity for Land Aggregation: The Offeror’s experience in aggregating properties for development, transaction types utilized, and specific examples of each, are to be provided. Offerors should list and describe any existing or intended investment in, ownership of, or control of properties in the Life Sciences Center - West District that would be aggregated and incorporated into the development as described in this RFP. The amount of equity funds members of the Project Team can commit to land aggregation should also be described.

C. Conceptual Approach & Methodology: Submissions should include a conceptual approach and methodology for project implementation. This narrative should describe the Offeror’s methods and approach for engaging both the County and Stakeholders to create a feasible, high quality, development that advances the goals described in this RFP.

The Offeror should discuss its approach and methods to ensure a project design that creates high-quality places, includes design excellence, is sensitive to adjacent properties, includes “green building”/LEED-Certified (Silver or higher) design and construction methods for the site and individual buildings, and is sensitive to the needs of special populations, such as the disabled. The narrative must include an approach to predevelopment activities, phasing, construction, marketing, lease-up, and operations.

D. Vision: Offerors should provide a brief statement of their own specific concept, how it meets the County’s Project Goals (see Section II), and how it advances the vision of the Great Seneca Science Corridor Master Plan and objectives of the County’s Smart Growth Initiative.

E. Time Line: A general estimated time line for Project implementation is to be included.

F. Acknowledgement of Mandatory Requirements: Include a statement that acknowledges the mandatory requirements stated Section VII. Describe any experience at complying with similar requirements in other projects.

All Offerors selected to participate in oral interviews will have provided a thoughtful development concept and explanation of key factors and milestones for its successful implementation. This should not, however, be a full-scale project proposal.

PHASE II SUBMISSION REQUIREMENTS

A. Project Vision: Submissions to Phase II will require additional detail to information initially provided in response to Items D and E of Phase I Submission Requirements, and should identify the following:

1. Milestones necessary to implement the vision (pre-development land use, approvals, etc);
2. The approach for working with Stakeholders, including community members;
3. Identify market potential by property type (retail, multifamily, etc.) proposed for the project;

B. Financial Capability: It is necessary for the County to understand the Offeror's financial capability to undertake and successfully complete the Project.

1. Describe the Offeror's experience in obtaining private equity and debt for developments similar in scale to the site(s) described in this RFP.
2. Indicate the source(s) of both debt and equity financing for each referenced project stated above and describe the Offeror's commitment on a long-term basis and capability to provide capital for this Project.
3. Indicate the amount of financial resources immediately available to fund the costs associated with creation of a concept plan, negotiation of agreements, obtaining entitlements and other approvals, and other predevelopment activities.
4. A statement indicating whether the proposed development is contingent on any County or State government support or action (e.g., regulation changes, public infrastructure improvements, public funding-grants, loans, etc.) and a listing of these contingencies.
5. Under separate cover and marked "Confidential" (Folder 2), the Offeror and any Project Team member having an equity stake of 20 % or greater in the business entity to be formed for this Proposal should provide current Interim statements and audited Annual financial statements for their respective firm's last three fiscal years. Project Team members with an equity interest of less than 20 %, or having no equity stake at all, must provide current Interim and Review statements for their respective firm's last three fiscal years. An appropriately authorized officer/managing member of each firm providing financial information should certify that their respective statements present an accurate representation of that firm's financial condition as of the date of the statements.

C. Offeror Commitment and Duration: The Offeror should indicate its investment strategy for projects developed on the PSTA articulating the manner, level of commitment, and duration of involvement in such projects.

D. References: Provide the names, phone numbers and email addresses of two institutional lender references, two financial partner references, and two major tenant references (tenant references as to office or retail projects). Additionally, letters to these references, authorizing their response to inquiries from the County are to be provided as well.

E. Additional Information: The County reserves the right to request additional information during the RFP review period.

VII. Conditions, Limitations and Mandatory Requirements

The County reserves the right to accept any Submission deemed to be in its best interest. A Submission in response to this RFP does not constitute a contract and does not indicate or otherwise reflect a commitment of any kind on behalf of the County or impose any binding obligations on the County or grant any rights to the Offeror. Furthermore, this RFP does not represent a commitment or offer by the County to enter into an agreement with an Offeror or to pay any costs incurred in the preparation of a Submission to this RFP. Furthermore, this RFP does not commit the County to pay for costs incurred in the negotiation or other work in preparation of, or related to, a final agreement between the Selected Developer and the County.

Any commitment made by the Montgomery County as part of the County will be subject to the appropriation of funds by the Montgomery County Council to carry out any such commitments and the execution of a contract acceptable to the County.

Questions regarding the RFP should be directed, via email, to:

PSTA_RFQ@montgomerycountymd.gov

The deadline for questions will be Tuesday, December 20, 2011 at 4:00 P.M.

All questions, and the responses from the County, will be posted on the Montgomery County Department of General Services' website at:

<http://www.montgomerycountymd.gov/content/DGS/Dir/psta.asp>

Responses to all questions will be posted by **2:00 P.M. on Thursday , December 22, 2011.**

The Submissions, and any information made a part of the Submissions, will become a part of the project's official files. The County is not obligated to return the Submissions to the Offerors. This RFP and the selected Offeror's response to this RFP may, by reference, become a part of any formal agreement between the Offeror and the County.

The County reserves the right, in its sole and absolute discretion, to reject any and all Submissions received in response to this RFP and to cancel this RFP at any time, for any or no reason, prior to entering into a formal contract. The County further reserves the right to request clarification of information provided in Submissions submitted in response to this RFP without changing the terms of this RFP.

If a Offeror contends that any part of its Submission is proprietary or confidential and, therefore, is limited to disclosure under the Maryland Public Information Act, MD Code Ann. State Gov't §§10-611 *et seq.* (the "MPIA"), the Offeror must identify all information that is confidential or proprietary and provide justification for why such materials should not be disclosed by the County under the MPIA. The County, as custodian of Submissions submitted in response to this RFP, reserves the right to determine whether or not material deemed proprietary or confidential by the Offeror is, in fact, proprietary or confidential as required by the MPIA, or if the MPIA permits nondisclosure. The County will favor disclosure of all Submissions in response to any request for disclosure made under the MPIA.

Offerors must familiarize themselves with the properties included in Appendix B of this RFP and form their own opinions as to suitability for any proposed development on any or all of these sites. The County makes no representations as to these sites. The County, or its individual members, assumes no responsibility for site conditions including, but not limited to, environmental and soil conditions on these sites.

Offerors are responsible for their own background investigation as to restrictions, if any, bearing upon title, zoning, subdivision, transportation, developability, utilities, and physical conditions at these sites. Soil tests and other invasive tests may not be conducted upon any of these sites during the RFP stage.

The County, reserves the right, in its sole and absolute discretion, to reject any and all Submissions received in response to this RFP and to cancel this RFP at any time, for any or no reason, prior to entering into any binding agreements. Responses to this RFP vest no legal or binding rights in the Offerors nor does it or is it intended to impose any legally binding obligations upon the County, or any officials or employees of the County unless and until final legal binding agreements are negotiated and executed. The County further reserves the right to request clarification of information provided in Submissions as a response to this RFP without changing the terms of this RFP.

VIII. Evaluation Criteria

Submissions to this RFP will be reviewed and evaluated by the County's Qualification and Selection Committee ("QSC"). The QSC will be comprised of representatives of relevant departments or agencies of Montgomery County. Upon receipt of Submissions, the QSC will:

1. Review and evaluate all Submissions received by the deadline, in accordance

- with the RFP Submission Requirements and Evaluation Criteria.
2. Short-list Offerors receiving the highest ratings, based on Evaluation Criteria.
3. Invite short-listed Offerors to submit information required for Phase II Evaluation
4. Review and evaluate Phase II Submissions received by the deadline.
5. Conduct interviews with Offerors receiving the highest evaluations
6. Select the most qualified Offeror

The QSC's decisions and recommendations will be consensus-based. The County's goal is to select the most qualified Offeror that best meets the County's goals for redevelopment of the PSTA site. The designation of a Selected Offeror will be based on: the quality, clarity and thoroughness of the Submission and its compatibility with the RFP's stated objectives and goals, submission requirements, the results of information gathered from interviews with Offerors, and reference checks. Evaluation criteria are as follows:

Phase I - Evaluation Criteria

| | |
|--|------------|
| Approach and Methodology for Implementation of the County's Smart Growth Initiative and Great Seneca Science Corridor MP | 40 |
| Capacity for Land Aggregation, Land Exchange or other Complex Real Estate Transactions | 20 |
| Experience and Past Performance | 20 |
| Financial Capacity | <u>20</u> |
| Total | 100 |

Phase II - Evaluation Criteria

| | |
|--|------------|
| Project Vision | 25 |
| Experience and Expertise to Implement | 25 |
| Financial Capability and/or Equity Commitment | 25 |
| Commitment to Long-Term Investment and Project Participation | 15 |
| Presentation and Interview | <u>10</u> |
| Total | 100 |

Note that the designation of a Selected Offeror does not convey property rights, and the RFP process described in this solicitation requires the execution of certain documents.

IX. Administration of the RFP

SUBMISSIONS ARE DUE BY 4:00 P.M. ON FRIDAY, JANUARY 20, 2011.

Any amendments to the RFP will be posted on the Montgomery County Department of General Services' website, which can be accessed through the following County website:

<http://www.montgomerycountymd.gov/content/DGS/Dir/psta.asp>

The County expects the RFP process to meet the following schedule, but reserves the right to amend this schedule or, in its sole discretion, to cancel the solicitation at any time.

| | |
|---|--|
| RFP Release: | Wednesday, November 30, 2011 |
| Pre-Submission Meeting and Optional Site Tour: | Wednesday, December 14, 2011 |
| Location and time will be posted on website listed above | |
| Deadline for Questions Time: 4:00 P.M. | Tuesday, December 20, 2011 |
| Responses to Questions Time: 2:00 P.M. | Thursday, December 22, 2011 |
| RFP Submissions Due Time: 4:00 PM | Friday, January 20, 2012 |
| Selection of "Short-listed" Candidates | February, 2012 |
| Oral Interviews | Specific dates for Oral Interviews will be provided to "Short-listed" Candidates. |

X. Submission Instructions

All Submissions shall include one (1) original and ten (10) copies in 8½” by 11” format with no smaller than 11-point font and should be no greater than 50 pages. Submissions must be bound and sealed, and must be mailed or delivered to:

Greg Ossont, Deputy Director
Montgomery County Department of General Services
101 Monroe Street, 9th Floor,
Rockville, Maryland 20850

Electronic Files - One copy of the entire submission must be provided in PDF format on a CD-ROM as one single file.

The envelope must state “Request for Proposal, Public Service Training Academy.” Written submissions will be evaluated upon only what is submitted, and it is incumbent upon the Offeror to submit sufficient information to enable the County to fully evaluate the Offeror’s capabilities and experience. Submissions to this RFP received after the date and time specified are considered late and may not be considered. The County will not accept fax submissions or submissions sent via e-mail. Unless requested by the County, additional information cannot be submitted by the Offeror after the deadline set for receipt of submissions. Offerors will be notified in writing of any change in the requirements contained in this RFP.

By submitting a response to this RFP, the Offeror agrees that its submission may not be modified, withdrawn or canceled by the Offeror for one hundred twenty (120) days following the time and date designated for the receipt of Submissions in this RFP or in any amendments hereto.

Prior to the time and date designated for receipt of submissions, early submissions may be modified or withdrawn only by notice to the County. Timely modifications or withdrawals of a submission must be in writing and must be received by the County on or before the date and time set for receipt of submissions.

XI. Optional Pre-Submission Meeting & Tour

An optional pre-submission meeting will be held **on Wednesday, December 14, 2011**. Additional meeting details will be posted on

<http://www.montgomerycountymd.gov/content/DGS/Dir/psta.asp>

APPENDIX A

DEFINITIONS

The County. Montgomery County, Maryland

Concept Plan. The plan created by the Selected Developer detailing the development to occur. May also be referred to as the Selected Developer Plan

LEED. Leadership in Energy and Environmental Design is an ecology-oriented building certification program run under the auspices of the U.S. Green Building Council (USGBC).

LOI. Letter of Intent

Project Team. The lead developer plus any other developers and key team members such as architects, engineers, economists, contractors, bankers, etc.

Project Team Developers. The lead developer and any other developer members of the Project Team

RFP. Request for Proposals

QSC. Qualifications and Selection Committee – Members of relevant County departments and agencies that will review and evaluate Submissions to this Request for Proposals in order to choose a Selected Developer.

Selected Developer. The Developer selected by the County's Qualification and Selection Committee (QSC) as a result of the RFP process that executes a Letter of Intent with the County.

Site. Property or properties described in this RFP and proposed for development by the Selected Developer.

Stakeholders. Members of the Shady Grove Life Sciences Center community – residents, business owners and property owners having a direct or indirect interest in the redevelopment of the Public Services Training Academy and Shady Grove Innovation Center.

Submissions. Responses submitted by developers to the Request for Proposals (RFP)

Submission Deadline. The Deadline for submitting a response to the Request for Proposals

TOD and Transit Oriented Development. TOD developments are walkable, mixed-use communities that integrate transit facilities and reduce auto dependency. TOD should

also facilitate pedestrian/bicycle access to transit, improve community safety and security, enhance ridership, and generate revenue for the public and private sectors. TOD communities are typically of higher density when compared to other communities more remote from transit facilities. They should create an attractive sense of place.

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APPENDIX B

BACKGROUND MATERIALS

1. 2010 Great Seneca Science Corridor Master Plan

[Click Here](#)

2. Montgomery County Smart Growth Initiative

[Click Here](#)

3. Corridor Cities Transitway

[Click Here](#)

- 4.** The parcels listed in the table below, are adjacent to the PSTA site. They are not included in this solicitation. However, their existence and relationship to the proposed redevelopment should be addressed in response to this Request for Proposal.

| Parcels Adjacent to the PTSA: | | | | | | |
|--------------------------------------|-----------------|------------------|-------------|--------------------|-------------|-----------------|
| Tax ID # | Address* | Owner | Land | Improvement | Use | Acquired |
| 02747866 | 10101 | PEPCO | 39,204 SF | None | Commercial | Unknown |
| 00772882 | Darnestown | Fifty, LLC | 10,506 SF | None | Residential | 2004 |
| 00766297 | 10119 | JR Group, LLC | 38,332 SF | 908 SF | Residential | 2004 |
| 00769463 | 10123 | Fifty, LLC | 32,710 SF | 834 SF | Residential | 2006 |
| 00769452 | 10127 | JR Group, LLC | 29,650 SF | 889 SF | Residential | 2006 |
| 00778593 | 10131 | JR Group II, LLC | 12,196 SF | 1,152 SF | Residential | 2006 |
| 00776286 | 10201 | Fifty, LLC | 17,859 SF | 1,300 SF | Residential | 2004 |
| 00778503 | 10207 | Fifty, LLC | 24,393 SF | 2,136 SF | Residential | 2011 |
| 00778514 | Darnestown | Fifty, LLC | 3,571 | None | Residential | 2011 |
| 00778525 | Darnestown | Fifty, LLC | 24,393 SF | None | Residential | 2011 |
| | | | | | | |

*all properties front Darnestown Road